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THE Publishers' Weekly

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NO. 23

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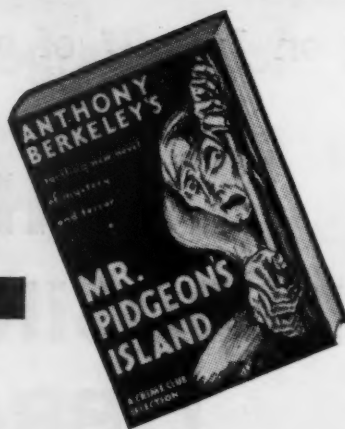
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—DONALD GORDON in American News of Books




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THE PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

JUNE 9, 1934

An Historical Revival

Nothing Succeeds Like Success in Setting a Literary Fashion

HEWITT H. HOWLAND

Formerly editor of Century and for 25 years editor for Bobbs-Merrill Co.

SPEAKING NOT LONG AGO of the trends in fiction, I said to my friend the publisher that literary fashions are made by success, by public acclaim so loud and widespread that it cannot be resisted. The trend sets in rather slowly, as a rule. It may extend over several years, a book here and a book there, they may even be successful books, but each stands alone. And then suddenly a novel will appear that catches the universal fancy, that is the talk of all fiction readers as well as of those who never read before. Instantly, it seems, the fashion is set and writers both great and small turn their pens in one direction, establishing a trend that may run a long or short course depending on the health and strength of the popular appeal.

In proof of this rather brash assertion, I recalled the most conspicuous instance of modern times, the phenomenal rise of the romantic-historic novel which began in 1880, reached its height ten years later and passed quietly out of popular favor in 1910. We did not recognize its beginnings at the time, we had no idea what was going on round about us. Not until the flower was in full bloom did we know that a new fashion was upon us. We failed to see the roots from which it sprang, we confused its maturity with its early youth, mistaking the one for the other.

The seed of the Great Revival was sown when, in the shade of his historic elm at Crawfordsville, Indiana, General Lew Wallace wrote the last chapter of "Ben Hur." This was the year that George Eliot died and Garfield was elected President—1880. It was

not long after the novel's appearance that people began to stop you on the street to ask if you had read "Ben Hur" and "wasn't the chariot race marvelous?" Preachers preached about it, no literary club's program was perfected without a paper on the Wallace wonder, the sanctimonious put aside their prejudices against novel reading and ballyhooed "Ben Hur" as a Christian duty, while the very air tingled with the book's success. And yet it was seventeen years before the historical trend was established and recognized as a fact.

In 1891, eleven years after "Ben Hur," Conan Doyle gave "The White Company" to a reading world still hungry for romance. Two sterile years followed Doyle's novel of quality and continuing reputation. Then Stanley Weyman and Rider Haggard rode in on the crest of the wave with "Under the Red Robe" and "Montezuma's Daughter," and once more the publishers, rejoicing in their good fortune, were too busy to analyze the public taste, while the public not knowing that it had a taste bought, and bought, and bought!

The following year, 1895, Stephen Crane's "Red Badge of Courage" came to cheer the hearts of the critical, while the great populace rejoiced in Henry Sienkiewicz's "Quo Vadis" and produced for it the largest sale of any novel since "Ben Hur." Its publishers were fully aware of what they had and pushed and publicized the book for all it was worth, possibly more.

Still we did not know that a trend was in the making, though we became suspicious

when the turn of the year brought Gilbert Parker and "The Seats of the Mighty." A grand story it was, as I remember it, and certainly a title made to order for a best seller, which it was—the best seller of its year, although Frances Hodgson Burnett gave us "A Lady of Quality" and Robert Louis Stevenson, "Weir of Hermiston."

We are very close now to a full realization of what was going on. The trend was almost in sight. Only one more novel can be said to belong to the preliminary period and that was "The Jessamy Bride" by F. Frankfort Moore, a great success for a little-known writer. This was the opening gun of 1897.

Then the lid was blown off. The distinguished Dr. S. Weir Mitchell of Philadelphia signed his name to "Hugh Wynne" and the historical novel was lifted to a place of eminence such as it had not known since the days of Scott and Thackeray, in spite of the many fine stories that had recently preceded it. "Hugh Wynne" was an immediate success, a literary as well as a popular success that not even James Lane Allen's "The Choir Invisible" could dim, although received with great acclaim in the same year.

These were gala days for the publishers, everybody seemed to be reading novels and, what's more, buying them. Even cash and credit came out of their strongholds to hire themselves to would-be book dealers. That day was counted lost in which no new shop was opened.

And so the stage was admirably set for the well-matured plans of a new mid-western publisher. He was "crazy" said his elder brethren of the East. "You can't advertise a book as you can a breakfast food." But they hadn't counted on the trend which, with the coming of 1898, began its spectacular climb to the summit, led by "When Knighthood Was in Flower," the product of Charles Major, a Shelbyville, Indiana, lawyer. What happened to that romance of Mary Tudor and Charles Brandon is too well known to be repeated here. But it was a thrilling experience to any one who lived through it.

Following "Knighthood" and all in the same year were: "Prisoners of Hope" by Mary Johnston; "Red Rock" by Thomas Nelson Page; "The Pride of Jennico" by Agnes and Edgerton Castle; "The Forest Lovers" by Maurice Hewlett, and "Lorraine" by Robert W. Chambers. All of these novels in varying degrees were highly successful, all

of them read by tens of thousands, several of them vigorously exploited. The New Publishing Deal was on in full force. What a year!

Eighteen Ninety-nine was not so prolific, but it introduced a new writer who in the grand total of his several books led all others in sales and popularity. This was Winston Churchill with his first novel "Richard Carvel." The other two titles of the year were almost as distinguished as Churchill's: "Janice Meredith" by Paul Leicester Ford, which like "Hugh Wynne" was laid in the time of the Revolution; and "Via Crucis" by F. Marion Crawford, following the lead of "Quo Vadis."

During the first year of the new century the historical novel swept the boards, captured the entire best selling six and made reputations right and left. The first to greet 1900 was "A Friend of Caesar" by William Stearns Davis. That, as you see, was thirty-four years ago, but Caesar's friend is still used in many schools. Even the professors fell for historical fiction. Then came Emerson Hough, famous later for his "Covered Wagon," with "Fifty Four Forty or Fight," one of our early national slogans that almost let us in for a war with Great Britain. Back to the Middle West, Maurice Thompson gave a coming out party for "Alice of Old Vincennes." That this story of Tippecanoe and William Henry Harrison sold into the hundreds of thousands surprised no one so much as it did the modest author. Thompson was a poet, an essayist, and to find himself the parent of a popular novel and the possessor of a bulging bank balance was almost more than he could bear.

Then the drums beat and the trumpets blew and Mary Johnston returned with "To Have and to Hold," another perfect title playing its part in the making of an almost overwhelming success. Of the last two historical novels of this golden year, one was a return engagement by F. Marion Crawford with "In the Palace of the King." The other introduced a new writer, the now distinguished Irving Bacheller. He came bringing that shrewd philosopher "Eben Holden" out of the Mohawk Valley up to the high hills of popular favor. A fitting climax to a fruitful year.

That 1901 might make a brave beginning Booth Tarkington left "Monsieur Beaucaire" on his publisher's doorstep. He little knew how brave it was to be, for Mr. Tarkington is and always has been genuinely modest about

himself and his work. "Beaucaire" won immediate applause not only from the literary experts in the boxes but from the simple readers in the gallery who know what they like, and not much more. In the thirty years that have passed Booth Tarkington's many novels have added to his stature and fixed his place for all time. But "Beaucaire" still lives.

Robert W. Chambers here comes into the list again, this time with what is probably his best work, "Cardigan." And Charles F. Pidgin caught the fancy of American history lovers with his "Blennerhassett," a story of the days and ways of Aaron Burr. But all else was forgotten in the rush to the bookstores of a half million frenzied readers with money in outstretched hands demanding "The Crisis" by Winston Churchill. Everybody fought

the Civil War all over again, everybody except the booksellers. They just smiled. Churchill had rung the bell again.

The great days of the American historical novel were from 1897 to 1902—six years. A very definite trend it would seem. Two years after the final outburst, that is in 1904, Churchill came back with "The Crossing," and it was so fine a performance that it still sells. Thomas Dixon stirred up a good deal of dust with his K.K.K. novel, "The Clansman"; Baroness Orczy obliged with "The Scarlet Pimpernel," which I am told is still blooming. And then five years later Jeffery Farnol had the distinction of closing the dwindling era with "The Broad Highway,"

a very excellent and widely popular novel.

But before the curtain is drawn, I must go back to 1902 long enough to remind you that in this last great up-rush of the historical novel Emerson Hough contributed "The Mis-

issippi Bubble"; Ellen Glasgow, a writer of high distinction but new to the historic field, published "The Battle Ground"; Gertrude Atherton, her novel-biography, "The Conqueror," one of the finest things this brilliant woman has ever written; F. Hopkinson Smith, although long established and popular, could not withstand the pull of the trend and so added to his fame with "The Fortunes of Oliver Horn." And finally Owen Wister stepped into the best-selling class with "The Virginian." Everybody talked about it, everybody enjoyed it hugely, but I

never heard anyone call it a historical novel. Yet the catalogs so classify it, and who are we to challenge the catalogs!

Perhaps we are again entering such an era—but with a difference. Looking back over the past few years we may note the steady popularity of such novels as "Arundel," "The Lively Lady," "The Judas Tree," "Erie Water," "Mutiny on the Bounty," coming to a grand climax in "Anthony Adverse," which like "Hugh Wynne" in the earlier era caught the universal fancy. The difference to be noted is that we have exchanged the romantic for the realistic. We still want historical novels, but they must have the flavor of reality.



Julia Marlowe as Mary Tudor in the dramatization of "When Knighthood Was in Flower"

You're Wrong, Mr. Anonymous!

Booksellers Do Read, and Write, Too

I

Once Is Enough

MARION DODD

*The Hampshire Bookshop,
Northampton, Mass.*

THE POINT MADE by "Anonymous" is worth considering as the world in general does not read its mail.* As booksellers, our constant problem is to produce direct advertising that will be opened by prospective customers, and that will not be thrown into the waste baskets with bills and other mail. In the college world, advertising matter, with which important communications often get entangled, are often swept off the tables in dormitories into the scrap heap, and why not? We are all of us, old and young, deluged with printed matter. Life is too short to let all the bars down to everybody who would like to sell us something. The situation business people have themselves created makes us all unsure of reaching individuals by mail, and if Anonymous bemoans the lack of response from booksellers, that lack is due to a situation that might be improved from both ends. It is not hopeless.

I read all the mail that comes from publishers with rare exceptions. Advertising matter is separated from correspondence, and at least once a week I go over the pile with a scrap basket at hand, set aside the material I wish to look over more carefully, and get back to it as soon as possible, but this may not be for some days. Any personal letter addressed to me is read immediately, but occasionally, in a state of exasperation at the waste of money and time involved, a large pile of printed matter is thrown out unread. Shortly after this irrevocable act, I begin to feel that valuable information might have been embedded in the mass, just as Anonymous says!—and for weeks thereafter carefully but swiftly scan all the stuff for occasional news of great importance.

* *Publishers' Weekly*, May 26, 1934, page 1915.

Much waste could be eliminated by cutting down the amount of mail sent by publishers to booksellers. If it were cut in half, we would realize that publishers considered their communications significant and not just blurbs and more blurbs trying to push the sales of certain books, about which we have probably made up our minds wrongly or rightly long ago. If Anonymous's sadist friend would learn to be concise, and not bury important offers in unimportant material, his imprint alone would make us read what he had to say. It is well to remember, too, that in addition to reading mail from the publishers, the book reviews have to be scanned (English and American), trade magazines, and the book news now in the daily newspapers if you really want to be intelligent when the public comes in and talks! Where is the time to read any books after hours?

There are specific things which could be done to get mail read:

1. Adopt a different format for a really important communication such as price and changes, new editions, offers of free copies, etc., from the ordinary advertising style generally used by a publisher to booksellers.
2. Use more sparingly reprints of book reviews. Most of us see them on publication. The one interesting instance of a collection of book reviews that has come to my attention is the one just put out by Little, Brown on Celine's "Journey to the End of the Night."
3. Cut out follow-ups that have no new significant facts.

It seems to me the bookseller is a hard-working individual and that he wants to read what a publisher has to say about his books. He won't read it more than once, however, because he hasn't time and the news must be excellently and expertly presented by someone who has caught the essence of the book.

Repetition and follow-up in advertising has reached the point of absurdity, it seems to me, and is no longer psychologically sound. Mul-

tiply, Anonymous, the number of pieces of advertising matter a week that go to booksellers by the number of publishers. The result is still appalling. I should like to have space to list the news from various publishers which seems to me indispensable and which I am sure is read by every bookseller. Format is most important and is too seldom considered from the point of view of convenience and quick reading.

II

Wouldn't It Be Fun?

KATHARINE F. COMSTOCK

The Book Shop, Harrisburg, Pa.

MR. ANONYMOUS has overlooked one very important thing in thinking that a bookseller's only source of information concerning new books is the plowing through several single-spaced pages covering everything from rhapsodies on the beauties of Spring to opinions from dear-knows-whom on no-one-knows-what, without a mention of a book until well toward the end, and very often with the most important thing, the price, omitted altogether. What about the *Publishers' Weekly* in whose pages appears just the needed information, given in concise form, with large type easy to read, and all the necessary facts, including price, plainly stated?

As far as taking mail home goes, what bookseller doesn't stagger out every evening with half a dozen review mediums, publishers' catalogs, *Publishers' Weeklies*, *Retail Booksellers*, and once in a while a book?

This particular bookseller does at least *open* all mail, so would not run the chance of missing such an important bit as the Code acceptance if it should have come that way. And would the nugget of a free book once in a lifetime (although anything free in the book business is a fearful temptation) repay the weary search? Wouldn't it be cheaper in the end to buy the volume whatever it was?

Salesmen, most of them, are entertaining and agreeable, and full of information, some more concise than others. We like their visits, but when they arrive in threes and fours on one of those days already filled to the brim, wouldn't it be fun to throw them into the waste basket, too?

III

Casting Pearls

MARION BACON

The Vassar Co-op, Poughkeepsie, N. Y.

THIS CAN BE ONLY one bookseller's answer to the accusation of Anonymous that we do not read our mail. Perhaps he has based all his reasoning on the wrong premise. So I offer another premise as a possibility for an elaborate network of generalities. I contend that booksellers read the letters that are succinctly stated but that they often do not answer them.

Sending out a sales letter must be somewhat comparable to the sensation that a humorist has when broadcasting. Unless he receives "fan mail" he has no way of telling whether he has hit the bull's-eye or wasted his arrows. Some admirable booksellers find time to write in words of praise and encouragement to publishers, but I suppose most of us are inarticulate not so much from inertia as lack of time and stenographic help. I believe that publishers should not underestimate the fact that many booksellers have, these last few years, gone without adequate stenographic service. There are times when I wish that certain publishers were hampered in the same way; but the mood is a passing one for curiously enough I value my third-class mail—though not all at par!

It is a rule in this bookshop that no mail is consigned to the waste paper basket until it has been looked over. But looking it over does not mean deliberate study. It is often possible to tell at a glance whether the material is worth attention or is simply a pathetic echo. I say this in spite of the fact that Anonymous tells us of the philosopher in a publishing house who conducted a treasure hunt for booksellers by hiding an offer of a free book in the midst of verbiage (six paragraphs! Mon Dieu!) and out of 5,000 letters received only a 2% return. Since I am one of the 5,000 who failed to find the pearl cast before us and am innocent of the identity of the playful Socrates, I can say without malice that I think a 2% return was nothing short of miraculous. (If we tried to sell books to our mail-order customers in that fashion, we would drop dead with surprise at such a percentage.) I should not call him a philosopher any more than I would if he had poured water on a hill and when it had run down—

exclaimed, "There, what can you expect?" If the water had run up hill or 5,000 booksellers had written in for free copies of the book, and he had taken it with the greatest of ease like "the man on the flying trapeze," then he would deserve the name of philosopher.

How then can a publisher hope to get his portion of a bookseller's time? My answer and my plea is *Be Brief!*

It is more difficult to analyze material and condense it into brief and logical form than to write a two-page letter full of words. No publisher who fails to plow his ground and do his thinking before he sends out his material to booksellers should be surprised that the recipients are reluctant to waste their time wandering through a maze of disintegrated thought. Brevity attracts me like a fire siren. But when I open a letter that goes on and on, the same hunted feeling comes over me as when I am cornered by a bore—only in the case of a letter the escape can be immediate. More in fright than in fury I toss it into the waste basket. If some publisher wants to give away a whole first and second printing of a book, I advise him to use the imitation telegraphic form! What really were the intentions of the philosopher who buried his treasure under a mountain of paragraphs?

IV

Fifteen Paragraphs on a Dead Man's Chest, or Why Worry?

TWO FRIENDS OF SOCKRATES

- GOOD MORNING, IBID. Have you seen Anonymous?
- Yes, Addendum, he just left me. He had to rush off to the Shamilton Institute for his lesson in Paragraph Production.
- Indeed! I am surprised that he thinks that necessary. His volubility always leaves me speechless.
- A quaint turn of phrase, for one would think his volubility would leave *him* speechless, but it never does.
- No. But tell me, what did he talk to you about?
- About how booksellers won't read everything the postman brings.
- He accuses them, then, of being discriminating?
- Apparently.
- Well, what else?

—He says if the news of the Code acceptance had been sent by mail booksellers would never have known about it; but I do not believe that.

—Why, Ibid?

—Because booksellers are *interested* in the Code.

—Is there much mail that booksellers are not interested in?

—Oh, Anonymous himself makes that quite clear. He says an awful lot of publishing houses send out a terrific lot of third-rate, I should say, third-class, mail to booksellers and that much of it is doubtless pretty dull stuff. In fact he says half of it should have been canned before it got into the postman's bag.

—Anonymous then upbraids the booksellers for canning it?

—Yes.

—But that is tantamount to scolding the booksellers for having more intelligence than the publishers.

—Well, that would get under a publisher's skin, wouldn't it?

—I suppose so; unless the skin was thick and tough.

—Did you ever try reading any of this stuff yourself, Ibid?

—Yes; formerly I opened the mail and came to recognize these endurance contests from the envelope. But now I read only the shorter letters, the bills, including those of a dun color, and a few orders. I am not allowed to read the many-paragraphed letters.

—Why is that, Ibid?

—They want me to *work* in the shop, Addendum.

—But what is the reason for this curious insistence on having the bookseller spend eight or ten hours a day reading pretty dull stuff and then storing it away in his desk until the desk founders with the weight of it?

—Founders, Addendum?

—Yes, founders; because the correspondence is all wet. But do tell me, Ibid, why is it?

—It's childhood, again, Addendum, as we learn from Professor Jung. Anonymous says when he was a child of eight he started in sending clipped coupons to a mailing list to get "lots of mail." This hunger has apparently never been appeased, and with a reformer's zeal he now wants all the world to share his childhood interest.

- Anonymous then does not really want any bookseller to be adult but to remain in a childhood state of development in regard to correspondence?
- That is so. The Greeks have a word for that. He even prepares trick letters with sunken paragraphs in which he offers a free book. It is a game.
- Did you see this trick, Ibid?
- I fear not this one to which Anonymous refers, but I did see one once and said to the buyer, "Do we want this tripe even as a giftie?" and the buyer with a ready French wit replied "Not on your life."
- Would it not be a good idea for Anonymous to go into the letter-writing business, Ibid, or even the game business?
- Well, Addendum, I shouldn't like to say.

V

The Cream Is Good

A YANKEE BOOKSELLER

YOU KNOW THE ONE about the psychology professor who told his class that women were prone to take things too personally, and the girl student who stopped after class to tell him she didn't take them that way.

Well, I do read my mail. In the course of the day, or next day, every piece of mail is opened and skimmed. The cream is put where it will be most apt to be found when needed. It is a good cream, and I am deeply grateful for it. It is made up of information—good factual catalogs, good pictures of authors and other illustrative material for the bulletin board, advance notices of books, or policy changes, promotion plans, dummies and advance copies of important titles, well-packed posters and window cards, samples of circulars available on request—all valuable help in bookselling.

What of the skim milk? Well, it's a depressing bucketful of waste. For instance:

1. Three of four copies of the same circular arriving by one mail.
2. Repeat mailings every week or so of the identical circular.
3. Reprints of favorable reviews in the *Times*, *Herald* or *Saturday Review*. In the

metropolitan district, at least, these seem unnecessary.

4. Overlong single-space typewritten letters seeking to convey the publisher's personal enthusiasms about his books.

5. Pages of unimportant personalities about authors' tastes, trips, etc., all of which appear in print in innumerable places.

6. Oversize cardboard posters of all kinds, mailed without adequate packing, and hence invariably ruined in transit.

7. More oversize "displays" arriving unsolicited in crates, to advertise books the store is not buying.

8. Occasional lots of up to 500 imprinted circulars, unsolicited.

Now, what irks a Yankee bookseller in all this is the vast waste of time, trouble, effort and expense incurred by his good friends the publishers. Can they not check enough of these wastes to make it pay them in savings and still supply us adequately with the dealer helps that we value?

THIS is the ad that Jack wrote.

*This is the layout and wrapper gay
In offset printing and Ben Day
That dresses the ad that Jack wrote.*

*This is the postman old and gray
Tramping his route both night and day
To carry the layout and wrapper gay
In offset printing and Ben Day
That dresses the ad that Jack wrote.*

*This is the Bookseller—poor Jay—
Who took the mail that would load a dray
From the postman old and gray
Tramping his route both night and day
To deliver the layout and wrapper gay
In offset printing and Ben Day
That dresses the ad that Jack wrote.*

*This is the Ashcan. Does it pay
To have it filled without delay
By the bookseller, poor Jay,
Who took the mail that would fill a dray
From the postman old and gray
Tramping his route both night and day
To carry the layout and wrapper gay
In offset printing and Ben Day
That dresses the ad that Jack wrote?*

This is the first installment of letters received from booksellers who were roused to action by Mr. Anonymous' recent article. There will be another installment in an early issue.

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Founded by F. Leypoldt

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SANFORD COBB

ALICE P. HACKETT

ALBERT R. CRONE Publications Manager

LOUIS C. GREENE Advertising Manager

June 9, 1934

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

Borrowers Are 6 to 1?

FRESH STATISTICS on the relation between book rentals and book purchases are found



in a recent study by Baker & Taylor Company, which has taken as a basis the sales of twelve recent books to a test group of booksellers and followed them through to their ultimate use. Of the twelve books 61% were resold

by the bookseller who purchased them, 39% were used for rental. The 345 volumes put into libraries were rented 9,496 times, an average of 28 times each, compared to the 533 books that were sold.

There are no records as to how often a purchased copy of a book is read, but, if it should average three times, there would still be, according to this record, six times as many readers of rented books as there are readers of books purchased outright. Such investigations are of interest to authors and publishers as well as to booksellers, as it means that the renter pays one-sixth as much to the author for the pleasure of reading the book

and less than one-sixth as much toward the publisher's overhead expense for finding and producing the book.

To complete our picture of the number of readers per book, there should be inserted into these statistics the figures of public library borrowings, which still further increase the average readings per copy of each book sold.

Both authors and publishers have been considering the rapid increase in book borrowing with some misgivings, though it is difficult to judge whether this rapid increase in borrowing has been the result of the times or the result of the improved technique of the rental libraries. It is sometimes said that the rental library is of general benefit to the book business by increasing the area of book reading, that there are thousands of people who would read books at 17c (which seems to be the average fee collected) who could not possibly buy a book at, say, \$2.50. Others believe that in normal times people will always buy the books they want to own while renting the books they want purely for diversion.

The printed book is durable merchandise, in spite of all that has been said against modern machine binding. The rental records show this with fifty successive loans for some books. Because of this, books differ from other diversional mediums such as the theater or motion pictures, or the magazine, which is much less suitable for a rental system than the cloth-bound book. In this connection it is interesting to note that in France, where the paper binding is common, there are practically no rental libraries.

In general, if rental libraries develop enough new customers so that their clientele makes a somewhat adequate contribution toward the cost of producing a book, the economic balance between selling and renting may be kept, but, if renting becomes too predominant, the total income of the author or producer of the book may become so small that the number of books that can be produced will be lessened, to the very real disadvantage of the whole industry and the writing craft itself. In the last ten years the source of income of composers of music has rapidly changed from sales of sheet music to income from public performance. If the author's income changes from 30c per buyer-reader to 1c per renter-reader, we will have a situation which will require the careful thought of all concerned.

The Famous London Price War

THE FAMOUS PRICE war between the *Times* Book Club and the English booktrade is recalled by the present effort to stabilize prices in the American book industry. That event of thirty years ago shook the whole English booktrade. The clash arose when the London *Times* was controlled by the Americans, Horace Hooper and Walter Jackson. In endeavoring to build circulation they inaugurated the *Times* Book Club and promised subscribers to supply all new books as demanded and then to sell them off in a few weeks as used books well below the published price. The entire booktrade rose to protest that this would disrupt the retail distribution of books.

Publishers, booksellers and authors came together under vigorous leadership and entered into the struggle which they felt meant life or death.

The tremendous influence of the *Times* and the potency of the argument that everybody is interested in the lower-priced book made the issue doubtful for awhile, but it was finally settled against the *Times* plan of quick clearance at cut prices. The *Times* agreed not to sell off any copies of a net book within six months of the date of the latest purchase, not to offer for sale at a price below the published price any dead stock without having first offered such stock to the publisher thereof at cost price or at the proposed reduced price, whichever should be the lower.

On these points authors, publishers and booksellers were in agreement, and all English book clubs have since taken other methods of freeing themselves from overstock, which have not caused confusion or disturbance in the general sale of books.

The Place of the Union in the Book Industry

THE WALKOUT of employees of a New York publishing house as reported in this issue brings up sharply the question of the place that unions may have in the book industry, an industry which has usually regarded labor unions as factors affecting only the manufacturing industries.

The Office Workers' Union (not affiliated with the A. F. of L.) claims to have 125

members in publishing offices in the past few weeks and to have the offices of three publishers organized.

This development will come as a surprise to many publishers who have rightly felt that working conditions in the majority of publishing houses have been far above the average. At the same time, many will appreciate that unionization may often serve not only to assure the maintaining of good working conditions in every office but also can aid the fair employer by equalizing the conditions of work in all offices to the fair basis.

The right of all workers to organize, whether in offices, retail stores or factories, is unquestionable and is recognized in the National Industrial Recovery Act. If there are conditions affecting working arrangements in offices and retail establishments which will be best corrected by group conference, unions will come to take their place in these areas.

That office workers have not earlier gathered into trade organizations is due partly to the fact that there have been no white-collar unions and also to the habits of mind of office workers; they do not think and group naturally together, they have not been class-conscious.

These characteristics of office workers have been particularly evident in the book publishing business. A publisher's production is usually done by an outside plant and the office staff is much subdivided, and except for stenographic, mailing and strictly clerical work, there is little regimentation and few onerous rulings. The heads are too near to the staff to be unaware of developing difficulties.

However, conditions cannot be taken too much for granted, even in the business of publishing. Not only must hours and wages be fair but there must also be vacation allowances (two weeks, at least), sick leaves (for those who have proved their interest in the business), comfortable working conditions (with good light, air and drinking water), freedom from avoidable irritations that can always develop in close working quarters, fair hearing on every subject that affects the conditions of work and the personal hopes and ambitions of each worker.

News of the Week

Macaulay Employees on Strike

ELEVEN OF THE SEVENTEEN employees of the Macaulay Company, including office workers and members of the editorial staff, went on strike on the morning of June 4th, in protest against the discharge of Dorothy Rimmer, a bookkeeper who had been active in organizing the office force of the company. So far as is known this is the first walkout ever to occur in a publishing house.

The trouble is said to have come to a head about two weeks ago when the group of employees, organized by Miss Rimmer who is connected with the Office Workers Union, presented six demands to the officers of the company. These demands were:

1. Assurance that a "petty tyranny" in the office would be discontinued.
2. The use of sufficient electric light to allow the employees to work in comfort.
3. The use of electric fans when the need for them is felt.
4. No discharging of employees without 2 weeks' notice or 1 week's salary.
5. No docking of salaries for absence because of illnesses up to 10 days each year.
6. Two weeks vacation with pay for all employees who have been with the company for more than 1 year.

The officials of the company, it is stated, promised to accede to all but the last of these demands, and no walkout occurred at the time. Shortly thereafter, however, the officers stated that an office manager was to be installed and that one girl would have to be dropped. The girl dropped was Miss Rimmer, who was given a discharge notice and a week's salary. On Monday morning the employees went to Lee S. Furman, president of the company, with the demand that Miss Rimmer be reinstated, that the matter of the office manager be discussed with a committee of the employees and that additional assurance be given that the six demands would be met. The committee states that Mr. Furman looked at the demands and told them to go. Later, when he heard of the strike, he asked all those who were joining it to take their personal belongings with them.

The committee of employees, commenting on the situation, said that they felt that with Miss Rimmer's discharge they were threatened

with a piecemeal reorganization of the company and that they had taken these steps to prevent it. Immediately after the strike was called the striking employees began picketing the building at 381 Fourth Avenue, in which the Macaulay offices are located.

Thirteen authors, including Dashiell Hammett, Malcolm Cowley, Albert Halper and Michael Gold, and five of the striking workers were arrested on Wednesday afternoon while picketing in front of the building in which the Macaulay offices are located. They were taken before Magistrate Jonah B. Goldstein, where charges of disorderly conduct were dismissed after a hearing lasting an hour. Joseph Tauber, an attorney for the International Labor Defense, appeared for the picketers.

On Thursday noon, twelve picketers parading in front of the building were arrested on charges of disorderly conduct preferred by the building superintendent. A representative of the strikers assured the *Publishers' Weekly* that the picketers had been parading perfectly peacefully when the charges were made. A second picket line consisting of ten persons was immediately formed, and these picketers were also arrested. No disposition had been made of the case as we went to press Thursday afternoon.

On Tuesday a committee of authors offered to act as intermediaries between Mr. Furman and the striking workers and approached Mr. Furman for that purpose. Mr. Furman refused to see so large a group. A smaller group was also refused an audience, but Mr. Furman finally consented to see a committee composed of one author, John L. Spivack, author of "Georgia Nigger," Susan Jenkins, of the Macaulay editorial department and one of the striking workers, and Laura Carmon, general secretary of the Office Workers' Union. Mr. Furman told this committee that he was in favor of organization but that he would not recognize the right of any committee from his office to consult with him on matters of office policy. He asked Miss Jenkins to act as an emissary to invite the striking employees to come and discuss the matter with him individually. This the strikers, in a meeting, decided to refuse to do.

A telegram of protest, sent by the strikers

to the National Labor Board, resulted in their being referred to the Regional Labor Board at the NRA headquarters in New York. A hearing was called this afternoon, with Mr. Furman and representatives of the strikers in attendance. After some discussion the hearing was adjourned until Friday.

When interviewed on Monday afternoon by the *Publishers' Weekly* Mr. Furman issued a prepared statement, signed by "The Macaulay Company" which read:

"Eleven of our office staff have left their desks in objection to the selection of a new office manager and the removal of a junior clerk who was with us approximately three months. It is not surprising that certain elements interested in stirring up as much dissension as possible seek to take advantage of any situation in the hope of breaking up long standing friendships. Any number of mis-statements are being made but so far as the rank and file of The Macaulay Company are concerned, many of whom have been with us for many years, there is no objection to hours of labor, salaries or other conditions of employment, all of which have apparently been satisfactory for a great many years. It is to be regretted that some of our office staff have been swayed by malcontents and intimidation to leave their desks for the present. There will be no appreciable delay in service to our customers as well as authors, artists or our other associates."

In amplification of his statement Mr. Furman stated that the employees had been working on a five-day, thirty-five-hour week. "I have no objection to any of my employees being members of any political party," Mr. Furman said. "I do not even mind if they belong to a decent union, but I do object to being told how to run my business."

A number of Macaulay authors, including Robert M. Coates, formerly literary critic of the *New Yorker*, Grace Lumpkin, author of "To Make My Bread," Matthew Josephson, author of "The Robber Barons," and Horace Gregory, poet and critic, have communicated with the striking workers, extending expressions of sympathy.

The German Booktrade of Last Year

DETAILS PRINTED in the *Borsenblatt* of April 19 show that the number of books issued in Germany in 1933 was practically the same as in 1932—21,601 altogether—as compared to

31,026 in 1927, the year which is used for comparisons in this report. The figures from Germany are on a different basis from those of the United States, which, as collected by the *Publishers' Weekly*, include only bound books and not serials, annuals or university theses.

The German report shows that 2% of these books are 4 pages or less in length, 28% are from 5 to 48 pages in length and the balance consist of over 48 pages. Ninety-one per cent of the total are of German authorship.

Book exports decreased by 17.8% from Rm. 36,517,000 to Rm. 30,022,000. In 1929 exports were Rm. 89,270,000.

News in the Code Field

AN ORDER from President Roosevelt declares that employees will be fully protected in case they give information concerning alleged code violations on the part of employers. Employers who attempt to dismiss or demote any employee who makes a complaint are liable to a heavy fine.

Only ten industries or trades have so far received official approval of their budgets and assessment rates. The Retail Trade is one of these industries, as are also the Retail Drug Trade and the Retail Jewelers. Members of these groups may not receive Eagles until they have paid the assessments.

President Roosevelt announced on May 20th an exemption of small businesses in towns of less than 2,500 population from compliance with provisions of the codes to which they would be subject other than those banning child labor and establishing fair trade practice rules.

Administrator Hugh S. Johnson has announced determination of a plan for regulation of the use of premiums applicable to all codes hereinafter approved and which will govern modification of inconsistent provisions in codes already approved if such modification is sought by the affected industry or is deemed necessary to correct hardships or abuses.

Book Business Suspended Temporarily

WALLIS HOWE, JR. will not publish *Book Business* during June and July. The next issue will be published August 1. All subscriptions will be automatically extended.

EDWARD W. JERVIS has recently become sales manager of Lothrop, Lee and Shepard Company, Boston. . . . Webb H. Sherman and Robert C. Parker have been added to the list of travelers. . . . Mr. Jervis has been connected with the company for a number of years during which he has traveled in various sections of the country. He will have headquarters in Boston, but will make frequent trips to all the large cities of the East. . . . Mr. Sherman attended Boston University with the class of 1927. Although new to the publishing business, he brings with him five years' experience in traveling the New England territory. He will be assigned to New England with headquarters in Boston. . . . Mr. Parker, formerly a traveler for G. P. Putnam's Sons and also Minton, Balch and Company, has had three years' experience in traveling the South, the Midwest, New York, and Pennsylvania. Although he will be assigned to the South and the Midwest, he will cover New York this summer, while Mr. Jervis is on the West Coast appointing a traveler for that section.

Earle Balch of G. P. Putnam's Sons, and Minton, Balch, returned from his trip to England last week. . . . His friends will be delighted to hear that he has completely recovered from the emergency operation which he underwent recently. . . . Mr. Balch brought back with him, for fall publication, "Mother of Five," a novel by Henrietta Leslie, author of "Mrs. Fischer's War"; "Salvation" by Scholom Asch, author of "Three Cities," and a couple of first novels. . . . The day before he sailed for America, Mr. Balch had lunch with R. H. Bruce Lockhart, author of "British Agent," and Moura, who figured prominently in that book. . . . Mr. Lockhart has just completed the manuscript of "Retreat from Glory," a book of further reminiscences which will be published in the early fall by Putnam's. . . .

George P. Brett, Jr., president of Macmillan, sailed last Sunday for England, where he will confer with H. G. Wells on an experimental autobiography which Wells has projected and which is scheduled for publication this fall. . . . It will cover only the first 32 years of Mr. Wells' life, but will be up-to-date in its discussion of literature. . . .

A dinner at the Hotel Pennsylvania on May 31st celebrated Harry Acker's fiftieth anniversary of his connection with the staff of Harper's. . . . Ramona Herdman, publicity director for Harper's, sailed on Friday, June 8th for England, where she will visit Harper authors. . . .

"River Supreme" by Alice Tisdale Hobart, author of "Oil for the Lamps of China" which is to be published by Bobbs-Merrill on June 19th, was published in 1929 by Century, under the title "Pidgin Cargo." . . . It received a good press but did not achieve a very great sale. . . . The republication is due to the great success of "Oil for the Lamps of China," which is the second in a projected series of four books. . . .

Oxford University Press announces a new book of cross-word puzzles to be published shortly. . . . They are the work of Professor M. R. Ridley, whose recently published "Keats' Craftsmanship" received much critical acclaim. The puzzles demand for solution, says Professor Ridley, "a reasonable stock of general knowledge and any amount of low cunning."

Storer Lunt of Norton tells us that there has been an immediate response to H. A. Overstreet's "A Guide to Civilized Loafing." . . . In the past it has taken at least a month for sales momentum to get under way on the Overstreet books. . . . Norton accounts for the quick reaction by the fact that it is \$2 instead of \$3 and that as a book concerned with leisure it has reached a far wider audience with many new and different mediums for advertising. . . . Norton plans to promote the book through the summer and fall. . . .

Among the authors—Thomas Mann, Nobel Prize winner in 1929 and author of "The Magic Mountain" and "Buddenbrooks," arrived in this country last week to participate in the celebrations accompanying the publication of his new novel "Joseph and His Brothers" by Alfred A. Knopf. Dr. Mann was guest of the P.E.N. Club on May 30 at the home of Dr. Henry Goddard Leach. . . . He was given two birthday parties this week in honor of his 59th birthday. The first, an

"advance" party, was given by the Authors' Club of New York on June 4th. Dr. Mann was made an honorary member of the Club. The second party, held on June 6th, the real birthday, was an elaborate dinner with 300 guests, held at the Plaza Hotel, with Henry Seidel Canby as honorary chairman of the committee.

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The Baroness Blixen, who, as Isak Dinesen, wrote "Seven Gothic Tales," is coming to the United States this month for her first visit. . . . When the Baroness was asked why she published her book in America before her native Denmark she is said to have replied, "I didn't think they'd be interested in such fantastic stories over here." . . . She will be the guest of Mr. and Mrs. Robert K. Haas.

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We have had occasion several times in the past to mention the alert direct-by-mail promotion engineered by Charles M. McLean of Pettibone McLean in Dayton, Ohio. . . . "Mac" has just sent out a personally illustrated letter boosting the *Tired Business Man's Library*, a collection of 15 novels of mystery and adventure which Appleton-Century is publishing on a single date in July at a price of \$30. . . . "Mac" plays up the collection as "grand vacation or summer reading" and in addition guarantees each book, offering to exchange any book in the collection for any other book of equal price in the store. . . .

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Changes in Management

Albany, N. Y.—Loretta M. Sturn has purchased Lockrow's Book Store at 225 Lark St. The shop was formerly owned jointly by Harmon M. Lockrow and Albert E. Nash.

Changes in Address

Eugene, Ore.—Coe's Stationery Store has moved from Williamette St. to 66 East Broadway.

BALTIMORE'S BOOK STORE

sincerely hopes that you will enjoy this book, and if you do may we suggest that you let a book solve your problem of gift giving, whether it be for a friend who is ill, a birthday or any other occasion when you feel it incumbent upon you to remember a friend with a gift.

To keep you informed of what is happening in the world of Books, you are cordially invited to put your name on our select mailing list.

Just fill in this card, detach it and put it in the mail—no stamp is necessary.

Name.....

Address.....

A copy of this circular, placed in each book sold in the store helped the Remington-Putnam Book Store in Baltimore build up a mailing list

Kansas City, Mo.—H. M. Sender, bookseller, has moved from 5845 Central Street to 3711 Jarboe Street.

New York City—Benjamin Hauser has moved to 17 East 45th St.

New York City—Barnett B. Ruder, after seven years at 8 West 47th Street, has moved to enlarged quarters at 20 East 49th Street.

Closed Shops

Beverly Hills, Calif.—Mae Pryce Brooks has closed her Boys and Girls Bookshop in Beverly Hills, California. . . . She is now head of the new circulating library in the J. W. Robinson Co., Los Angeles.

Market News

One Month from Now—A Forecast

SPINNER OF THE YEARS, by Phyllis Bentley. *Macmillan*, \$2.

WOLVES, by Guy Mazeline. *Macmillan*, \$2.50.

A BOOK OF GREAT AUTOBIOGRAPHY. *Doubleday*, *Doran*, \$2.50.

MR. PIDGEON'S ISLAND, by Anthony Berkeley. *Doubleday*, *Doran*, \$2.

LONDON BRIDGE IS FALLING, by Philip Lindsay. *Little, Brown*, \$2.50.

RIVERS GLIDE ON, by A. Hamilton Gibbs. *Little, Brown*, \$2.50.

THE SECOND HOUSE FROM THE CORNER, by Max Miller. *Dutton*, \$2.50.

July 10. An early novel by the author of "Inheritance" and "A Modern Tragedy," never before published in America.

July 10. A story of a middle class family of Havre, which won the Goncourt Prize for 1932.

July 11. A bargain anthology of autobiography, including five full-length books and three shorter selections. Such authors as Morley, McFee, Lagerlöf, Helen Keller.

July 11. A new Roger Sheringham detective story.

July 12. A novel about the people who lived in seven houses on London Bridge in the 15th century.

July 12. A novel which tells how a devoted father and daughter escape from uncongenial home surroundings.

July 16. The author of "I Cover the Waterfront," etc., continues his autobiographical narrative with an account of how he married and became a householder.

Out This Week

THE ANCESTOR, by Elissa Landi. *Doubleday*, *Doran*, \$2.50.

A CHINESE TESTAMENT, by S. Tretiakov. *Simon & Schuster*, \$3.

EARTH, RADIO AND THE STARS, by Harlan T. Stetson. *Whittlesey House*, \$3.

FIRST AND LAST RING LARDNER, comp. by Gilbert Seldes. *Scribner*, \$2.50.

GOLDSWORTHY LOWES DICKINSON, by E. M. Forster. *Harcourt, Brace*, \$3.

HOXSIE SELLS HIS ACRES, by Christopher La Farge. *Coward-McCann*, \$2.

JOSEPH AND HIS BROTHERS, by Thomas Mann. *Knopf*, \$2.50.

THE METHOD OF FREEDOM, by Walter Lippmann. *Macmillan*, \$1.50.

THE ROAD LEADS ON, by Knut Hamsun. *Coward-McCann*, \$3.

SEVEN FAMOUS NOVELS, by H. G. Wells. *Knopf*, \$2.75.

SHADOW ON THE WALL, by H. C. Bailey. *Doubleday*, *Doran*, \$2.

THREE MEN AND DIANA, by Kathleen Norris. *Doubleday*, *Doran*, \$2.

TIN SOLDIERS, by Robert Wohlforth. *King*, \$2.

YELLOW JACK, by Sidney Howard and Paul De Kruif. *Harcourt, Brace*, \$2.

D.D. is making a display tieup with Paramount, featuring stills from the author's latest movie.

The autobiography of Tan Shih-Kua, son of one of the revolutionary aides of Sun Yat Sen, as told to his Russian teacher.

The latest developments in astronomy, geology and radio engineering.

Gathered from newspapers and magazines, these pieces, all "good Lardner" cover the whole range of his writing career.

A very human biography of a distinguished figure in modern thought, written by a noted novelist, his friend and pupil.

A New England novel in verse, by the brother of Oliver La Farge.

The biblical story retold by the noted German author of "The Magic Mountain."

One of our most popular commentators upon political events writes about the use of individual freedom in the modern world, especially in England and the United States.

This long novel of Segelfoss brings in many characters from previous novels, rounding out their stories. The publishers consider this one of the most important novels they have ever brought out.

One of the features of this good-looking omnibus of Wells' scientific romances is the double-column type page designed by W. A. Dwiggins.

There is a good poster for this first full-length Reggie Fortune detective story.

About a girl who "lived on the wrong side of the railroad tracks." D.D. has some display material.

Or, The Rover Boys at West Point, revised edition.

Many critics consider this play, based upon the medical victory over yellow fever, the logical candidate for the next Pulitzer Prize.

Market News

The May Best Sellers

FICTION

1. ANTHONY ADVERSE, by Hervey Allen. *Farrar & Rinehart*, \$3.
2. PRIVATE WORLDS, by Phyllis Bottome. *Houghton Mifflin*, \$2.50.
3. LAMB IN HIS BOSOM, by Caroline Miller. *Harper*, \$2.50.
4. SEVEN GOTHIC TALES, by Isak Dinesen. *Smith & Haas*, \$2.50.
5. WITHIN THIS PRESENT, by Margaret Ayer Barnes. *Houghton Mifflin*, \$2.50.
6. JAMES SHORE'S DAUGHTER, by Stephen Vincent Benét. *Doubleday, Doran*, \$2.50.
7. LONG REMEMBER, by MacKinlay Kantor. *Coward-McCann*, \$2.50.
8. THE OPPERMANNNS, by Lion Feuchtwanger. *Viking Press*, \$2.50.
9. FIVE SILVER DAUGHTERS, by Louis Golding. *Farrar & Rinehart*, \$2.50.
10. TENDER IS THE NIGHT, by F. Scott Fitzgerald. *Scribner*, \$2.50.

The best seller for the eleventh month. 36 out of 89 stores sending us their lists reported it first in fiction.

Second for the second month. 9 stores gave it first place, and it was listed by 49 others.

The Pulitzer Prize award brought this up among the top-notchers. 9 stores also gave it first place, listed by 40 others.

Up from seventh place in April. Fourth printing. It was the fiction leader at Remington, Putnam, Baltimore; Brentano's Chicago; and Strawbridge & Clothier, Philadelphia.

Three stores also listed this first in fiction for May. Except for "Anthony," this is the oldest novel on the list.

One of the three titles new on the fiction list. This was the May best seller at The Booke Shop, Providence; The Sunwise Turn, N. Y.; Gelber-Lilienthal, San Francisco; and Judd's in New Haven.

Dey Bros., Syracuse; Wanamaker's, Philadelphia; De Wolfe & Fiske, Boston, placed it first in fiction sales.

Fiction leader for the past two months at Kroch's, Chicago, and Hochschild, Kohn's, Baltimore.

The third new title. It was the May best seller at the Beacon Book Shop, N. Y.; The Glass Block Store, Duluth; Legerton's, Charleston.

Third printing. Stokes & Stockell, Nashville tells us it was their May best seller.

NON-FICTION

1. THE LIFE OF OUR LORD, by Charles Dickens. *Simon & Schuster*, \$1.75.
2. WHILE ROME BURNS, by Alexander Woollcott. *Viking Press*, \$2.75.
3. LIFE BEGINS AT FORTY, by Walter B. Pitkin. *Whittlesey House*, \$1.50.
4. NIJINSKY, by Romola Nijinsky. *Simon & Schuster*, \$3.75.
5. 100,000,000 GUINEA PIGS, by Arthur Kallet & F. J. Schlink. *Vanguard Press*, \$2.
6. ON OUR WAY, by Franklin D. Roosevelt. *John Day*, \$2.50.
7. THE NATIVE'S RETURN, by Louis Adamic. *Harper*, \$2.75.
8. THE ROBBER BARONS, by Matthew Josephson. *Harcourt, Brace*, \$3.
9. THE NEW DEALERS, by Unofficial Observer. *Simon & Schuster*, \$2.75.
10. MERCHANTS OF DEATH, by H. C. Engelbrecht and F. C. Hanighen. *Dodd, Mead*, \$2.50.

32 out of 89 stores listed it as their non-fiction best seller during May.

Relinquishing first place gracefully to the Dickens book, the April leader nevertheless ran a close second, with best May sales at 10 stores.

9 Stores reported it their May non-fiction leader, and it was listed by 43 others.

In fourth place for the second month. Eight of the stores reporting to us placed it at the head of their May lists.

This perennial came up from eighth place in April. The May best seller at Loeser's, Brooklyn, and the Fresno Book Shop, Fresno.

Wanamaker's, Philadelphia; Wrenn & King, Lexington; St. Paul Book & Staty. Co., report it as their May best seller.

31 stores included it on their lists of best sellers.

51st thousand. The best seller of the month at the Wide Awake Book Shop, Wilkes-Barre, and Strawbridge & Clothier.

Appeared on the lists of 24 stores. The month's best seller at Geo. Wahr's, Ann Arbor.

The only other title new among non-fiction best sellers except the Dickens book. It was listed by 26 stores, with first honors at De Wolfe & Fiske.

The Weekly Record

Describes and Indexes the New Books of all Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Ar: Fine Arts Dr: Drama Hi: History Po: Poetry Sp: Sports
Bi: Biography Ec: Economics Ju: Juveniles Re: Religion Tr: Travel
Bu: Business Fi: Fiction Mu: Music Sc: Science

Achorn, Erik

European civilization and politics since 1815. 902p. (49p. bibl.) il., maps (pt. col.), diagr. O c. N. Y., Harcourt 5.00
A comprehensive treatment of modern European history.

1 copy
America's recovery program; ed. by Clair Wilcox and others. 253p. D c. N. Y., Oxford 2.00
A. A. Berle, Jr., Leo Pasvolsky, Alexander Sachs, A. Heath Outhank, Leo Wolman, Rexford G. Tugwell and others discuss and explain the policies and ideas of the present administration.

Anrias, David

Adepts of the five elements; an occult survey of past and future problems. 104p. diagrs. D '34 N. Y., Dutton 2.00

Arnold, Gene, comp.

Gene Arnold's favorite poems, 1934. 104p. O [c. '34] Chic., Reilly & Lee 1.00
A collection of Gene Arnold's favorite poems as requested by his radio listeners.

Attenborough, Gladys Mary [Mrs. Percy Linaker]

Honeymoon House; romantic comedy. 311p. D c. N. Y., Stokes 2.00
A love story laid in England and France.

Ayres, Ruby Mildred

Always to-morrow. 312p. D '34 Garden City, N. Y., Doubleday 2.00

Bailey, Henry Christopher

Shadow on the wall. 315p. D (Crime club) c. Garden City, N. Y., Doubleday 2.00
The first full-length novel about Mr. Reginald Fortune, special advisor to Scotland Yard. Crime Club selection for June.

Baker, James William and Prickett, Alva Le Roy

Twentieth century bookkeeping and accounting;

Hi

17th ed., ed. by Paul A. Carlson. 500p. il. O [c. '34] Cin., South-Western Pub. Co., 201 W. 4th St. 1.80

Baldwin, Sidney

Robin rides away [reader]. 256p. il. D [c. '34] Evanston, Ill., Row, Peterson .80

Binder, Joseph

Colour in advertising. various p. il. (col.) Q '34 N. Y., Studio Pub'ns 7.50
An explanation of the how, when and where of color appeal in advertising, with many illustrative examples.

Bogert, George Gleason and others

Introduction to business law. 591p. front. O [c. '34] Bost., Ginn 1.60

Bolenius, Emma Miller

Literature for the seventh grade; new ed. 640p. il., diagrs. D (Lit. in junior high school, b'k 1) [c. '33, '34] Bost., Houghton 1.40

Book of saints (The); a dictionary of Re servants of God canonized by the Catholic Church; extracted from the Roman and other martyrologies; comp. by the Benedictine Monks of St. Augustine's Abbey, Ramsgate; 3rd ed. 338p. O '34 N. Y., Macmillan 3.00

Bradley, Kenneth Granville

Beware! the hawks! a novel. 298p. D '34, c. '33 N. Y., Stokes 2.00
An adventure tale laid in Africa picturing the reactions of some natives to the white man's civilization.

Bradley, Mary Hastings [Mrs. Herbert Edwin Bradley]

Old Chicago [Century of Progress ed.]. 394p. D '34, c. '33 N. Y., Appleton-Century 2.50
Originally published as a boxed set of four volumes—"The Fort," "The Duel," "Debt of Honor" and "Metropolis"—at \$5.

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

★ indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.

Brigham, Albert Perry and McFarlane, Charles T.

Our home state and continent; Iowa ed. by George F. Kay and Marjorie Kay McLaughlin. 339p. (bibls.) il. (col. front.), maps (pt. col.) O (Our World and ourselves) [c. '33, '34] N. Y., Amer. B'k 1.32

Brigham, Johnson

The youth of old age. 225p. O [c. '34] Bost., Marshall Jones 2.50
Pertinent observations on old age, with quotations on the subject from both ancient and modern authors.

Brueckner Leo J., and others

How we use numbers. 200p. D (Triangle arithmetics, grade 2) '34 Phil., Winston .60

Brupbacher-Bircher, Bertha, comp. ★

Health-giving dishes [tr. from the German by Marguerite Meissner]. 255p. D ['34] [N. Y., Longmans] 2.50

A recipe book prepared under the auspices of Dr. M. A. Bircher-Benner according to the diet principles used in his sanatorium at Zurich.

Campbell, Mrs. Alice Ormond Fi

Desire to kill. 344p. D [c. '34] N. Y., Farrar & Rinehart 2.00

Murder was committed during a wild party in Paris that was attended by a small group of English and Americans.

Chase, Beatrice, pseud. [Olive Catharine Parr]

Through a Dartmoor window. [new ed.]. 282p. D '34 N. Y., Longmans 1.25

Chinnock, Eugenie and Whalen, Frank

Nelson's junior English; ninth year. 509p. (bibls.) il. (col. front.) D c. N. Y., Nelson 1.20; 2 v. ed., .88, ea.

Confrey, Burton

Social studies; a textbook in social science for Catholic high schools [teacher's manual ed.]. 788p. (bibls.) il. D c. N. Y., Benziger lea. cl., 1.68

Cooper, Evelyne Love Po

Slightly sour grapes. 64p. il. D c. N. Y., James Collins, Inc., 609 W. 51st St. bds., 1.00
Humorous verse, chiefly about the modern girl.

Crabitès, Pierre Bi

Ismail, the maligned Khedive. 311p. (bibl. footnotes) front. (por.) O ['34] [N. Y., Dutton] 5.00
A biography in defense of Ismail Pasha, the first Khedive of Egypt.

Cullum, Ridgwell Fi

The flaming wilderness. 319p. D c. Phil., Lippincott 2.00
A romance of the Northwest.

Branom, M. E.

Key to study guides and unit tests to accompany Huntington, Benson and McMurry's Living geography; b'k 1, pts. 1 and 2; b'k 2, pts. 1 and 2. various p. S '34 N. Y., Macmillan pap., .40 ea.

Burns, Ellen Evans

The novel princess; a romantic farce comedy in three acts. 112p. diagrs. D c. '34 N. Y., S. French pap., .50

Campbell, David, M.D.

Handbook of therapeutics; 2nd ed. 464p. il. D (Wm. Wood pub'n) '34 Balt., Williams & Wilkins lea. cl., 4.75

Carpenter, G. D. Hale

Insects as material for study. 38p. front. O '34 N. Y., Oxford 1.00

Clark, W. E. Le Gros

Early forerunners of man. 318p. il. O (Wm. Wood pub'n) '34 Balt., Williams & Wilkins 5.00

De Haas, Jacob Hi

History of Palestine, the last two thousand years. 550p. (bibls.) O c. N. Y., Macmillan 3.50
An objective account of the political, social and economic history of Palestine.

Demarest, Phyllis Gordon Fi

The past is ours. 286p. D [c. '34] N. Y., Macaulay 2.00

The story of a married couple whose happiness was undermined by jealousy.

Drachman, Bernard

Looking at America. 288p. (9p. bibl.) D c. N. Y., Putnam 2.75

An analysis of the main problems confronting modern America which have to do with the nature and essence of Americanism.

Easton, T. S. Ju

The secret of the Wallowa Cave. 127p. il. (col. front.) D c. Portland, Ore., Metropolitan Press 1.25

Two sets of twins have many adventures when they try to find a cache of treasure near Wallowa Lake in Oregon.

Farnsworth, Albert and O'Flynn, George B. Hi

The story of Worcester, Massachusetts. 214p. il., maps D '34 Worcester, Mass., Davis Press 2.00

Firkins, Oscar W. Bi

Memoirs and letters of Oscar W. Firkins. 319p. (22p. bibl.) front. (por.) O [c. '34] Minneapolis, Univ. of Minn. Press 2.50

The final volume in a set of four, containing posthumous works of Oscar W. Firkins, critic, biographer, playwright, lecturer and professor.

Forster, Edward Morgan Bi

Goldsworthy Lowes Dickinson. 287p. (24p. bibl.) il. O [c. '34] N. Y., Harcourt 3.00

A biography of Lowes Dickinson, political scientist, scholar, humanist and widely-known author of "Letters of John Chinaman," by his literary executor and friend of many years, who is an important author in his own right.

Frederick, John Towner and Ward, Leo L.

Good writing; a book for college students. 305p. (bibls.) D c. N. Y., Crofts 1.75

Fuller, Anne and Allen, Marcus Fi

Death on the Outer Shoal. 256p. front. (map) D (Dutton clue mystery) [c. '34] N. Y., Dutton 2.00

Before starting out for the trawling grounds on the Outer Shoal off the coast of Maine, "Preacher" Phineas Benson told the natives of Hammerhead Island that he had an important announcement to make the next night at church—but the next morning found him murdered!

Clark, Helen

The professional training of the hospital dietitian. 96p. (Contribs. to educ. no. 602) c. '34 N. Y., Teachers Coll., Columbia Univ. 1.50

Collections in the Avery Memorial, The [art.]. 79p. il., diagrs. O [c. '34] Hartford, Conn., Wadsworth Athenaeum pap., .50

Daugherty, Carroll Roop

Labor under the N. R. A. 42p. O [c. '34] Bost., Houghton pap., .25

Dearmer, P. and others, eds.

Songs of praise for children [full music ed.] 232p. O ['34] N. Y., Oxford 1.75

Fields, S. Helen

Register of marriages and baptisms performed by Rev. John Cuthbertson, Covenant minister, 1751-1791, with index to locations and persons visited. 316p. (bibl. note) il. O c. Wash., D. C., [Fields Pub. Co., P. O. Box 1202] pap., 5.00

Gallagher, Edward John

Vocational guidance and success; 2nd ed. 214p.
il. D [c. '34] Milwaukee, Bruce 1.20

Garber, John Palmer

The valley of the Delaware; and its place in
American history. 428p. (bibl. footnotes) il. O
[c. '34] Phil., Winston 3.50

A history of this section which points out the many
valuable contributions it made to the progress of the
colonies.

Gatlin, George

Some must wander. 133p. il. D c. Portland,
Ore., Metropolitan Press 1.50
Poems, and a few prose sketches, about gipsies, vaga-
bonds and others possessed of the wanderlust.

Glover, Katherine and Dewey, Evelyn

Children of the new day. 341p. (3p. bibl.) il.
O [c. '34] N. Y., Appleton-Century 2.25

A manual on child training which takes into account
the revolutionary changes in economic and social life
with which today's children will have to contend.

Goodspeed, Charles Ten Broeke

Loring Wilbur Messer, metropolitan general sec-
retary; biographical sketch, with supplementary ar-
ticles by other associates. 191p. front. (por.) O '34
Chic., Y. M. C. A., 19 S. La Salle St. 1.00

A memorial biography of Loring Wilbur Messer, who
for thirty-five years was metropolitan general secretary
of the Chicago Y. M. C. A.

Gregory, Jackson

The emerald murder trap; the third case of Mr.
Paul Savoy. 329p. D c. N. Y., Scribner 2.00

An eccentric and sinister millionaire invited a few
selected guests to his California mansion and waited
for murder, which came three-fold, with a \$50,000
emerald as the bait.

Grose, Helena

It was wonderful! 316p. D ['34] N. Y., Macau-
lay 2.00

Ann Yewell, an English girl, learns through experi-
ence the difference between love and infatuation.

Guillet, Cephas

A plan for a just economy; a reply to the Presi-
dent's challenge. 32p. D [n.d.] N. Y., A. C. Guil-
let, 416 W. 118th St. pap., .25

A plan for eradicating profits while retaining busi-
ness capital and initiative in private hands.

Gwynn, Stephen Lucius

Claude Monet and his garden; the story of an
artist's paradise. 180p. il. O '34 N. Y., Macmillan 3.00

A study of the great French Impressionist painter
who spent the last forty years of his life in creating a
beautiful garden of which he made many paintings, the
most famous being those of water-lilies.

Hagerty, James Edward

Twentieth century crime; eighteenth century
methods of control. 226p. (bibl. footnotes) D [c.
'34] Bost., Stratford 2.00

Gault, Edgar H.

Performance of department stores: 1933. 95p. (bibl.
footnotes) diagrs. O (Mich. business studies, v. 6, no.
2) c. Ann Arbor, Univ. of Mich. pap., 1.00

George, Charles

Jealousy plays a part; a farce comedy in one act.
23p. diagr. S c. '34 N. Y., S. French pap., .30

Guillet, C.

Profits and prophecy; a plea for a just economy.
4p. O [n.d.] [N. Y., A. C. Guillet, 416 W. 118th St.]
pap., .02

The author shows wherein and why the institutions
and agencies for the prevention and control of crime
have failed in recent years.

Hammond, William Alexander, ed.

A bibliography of aesthetics and of the philosophy
of the fine arts from 1900 to 1932; rev. and enl. ed.
215p. O c. N. Y., Longmans 3.00

Hamsun, Knut

The road leads on; tr. from the Norwegian by
Eugene Gay-Tifft. 536p. O c. N. Y., Coward-
McCann 3.00

Laid in Segelfoss, this story knits together the loose
threads left at the conclusion of each of the author's
other Nordland novels—"Growth of the Soil," "Segel-
foss Town," "August," etc.

Hart, Charles A., ed.

Philosophy of society. 215p. O '34 Phil., Dol-
phin Press, 1722 Arch St. 1.50

Hart, William L.

Trigonometry, plane and spherical, with tables.
345p. O '34 Bost., Heath 2.12

Haycox, Ernest

Riders West. 296p. D c. Garden City, N. Y.,
Doubleday 2.00

Nan Avery from Baltimore found romance in the
midst of a western cattle war.

Hippolytus

The Apostolic tradition of Hippolytus; tr. [from
the Sahidic] with introd. and notes by Burton
Scott Easton. 112p. (bibl., bibl. notes). O '34
N. Y., Macmillan 2.25

The first English translation with critical notes of a
church manuscript written around 217 A. D.

Howard, Sidney and De Kruif, Paul Henry Dr

Yellow jack; a history. 163p. il. O [c. '33, '34]
N. Y., Harcourt 2.00

This play based on Dr. Walter Reed's successful
fight to learn the secret of yellow fever was produced
in New York this season.

Hunter, Allan Armstrong

Out of the Far East. 184p. (4p. bibl.) D [c. '34]
N. Y., Friendship Press 1.00; pap., .60

An account of adventures in Christian friendship
with Orientals in the United States.

Jean, Frank Covert and others

An introductory course in science for colleges; 1,
Man and the nature of his physical universe. 534p.
(bibls.) il., maps, diagrs. O [c. '34] Bost., Ginn 2.20

Jean, Frank Covert and others

An introductory course in science for colleges; 2,
Man and the nature of his biological world. 599p.
(bibls.) il., diagrs. O [c. '34] Bost., Ginn 2.40

La Farge, Christopher

Hoxsie sells his acres. 223p. O c. N. Y., Cow-
ard-McCann 2.00

A novel in verse telling of the conflict in a Rhode
Island village between the summer city folk and the
country natives.

Harrow, Benjamin and Sherwin, Carl P., M.D.

The chemistry of the hormones. 234p. O (Wm.
Wood pub'n) '34 Balt., Williams & Wilkins 2.50

Hughes, E. M.

Vocabulary builder; five hundred groups of English
terms derived from Latin and Greek with information
necessary for their analysis. 51p. O [c. '34] Ind.,
Shortridge High School, Classical Dept. pap., .50

Judge, W. Q.

Karma—the compensator. 4p. D (U. L. T. pamphlet
ser. no. 30) ['34] [N. Y., Aryan Path] pap., .05

- Landi, Elissa [Mrs. John Cecil Lawrence]** **Fi**
The ancestor. 310p. D c. Garden City, N. Y., Doubleday 2.50
This novel about a prima donna's struggle to decide between her art and her love is the first volume of a trilogy to be called "The New Monarchy."
- Lardner, Ring Wilmer**
First and last [preface by Gilbert Seldes]. 383p. D '34, c. '20-'34 N. Y., Scribner 2.50
A posthumous collection of the author's humorous writings.
- Lesh, U. S.** **Fi**
Three profiteers. 254p. D [c. '34] Bost., Stratford 2.00
A narrative in which present-day economic, social and political problems are discussed.
- Lewis, Cecille Zenia** **Po**
Facing east. 70p. O [c. '34] Bost., Bruce Humphries 1.75
- Lippmann, Walter**
The method of freedom. 131p. (bibl. footnotes) D c. N. Y., Macmillan 1.50
An exposition of the general principles in which freedom is today finding a new incarnation, especially in the English-speaking countries. Originally delivered as the Godkin Lectures at Harvard University in May, 1934.
- Lumley, Frederick H.**
Measurement in radio. 325p. (17p. bibl.) O [c. '34] Columbus, Ohio State Univ. 3.00
An appraisal of the present status of measurement methods in radio, with recommendations for their proper use.
- Mann, Thomas** **★ Fi**
Joseph and his brothers; tr. from the German by H. T. Lowe-Porter. 434p. D c. N. Y., Knopf 2.50
The biblical story of Joseph and his brothers retold in the light of its eternal values by the author of "The Magic Mountain."
- Maupassant, Guy de**
Maupassant for rapid reading; a new collection; ed. by Edwin B. Williams. 190p. D c. N. Y., Crofts 1.20
A reader for a course in intermediate French.
- Mayers, Lewis, ed.**
A handbook of NRA (2nd ed.) 868p. O '34 N. Y., Federal Codes, Inc., 22 Union Sq. 6.50; 10.00 with supplement service
- Meditations on the life of Christ** **★ Re**
attributed to St. Bonaventure; tr. from the Latin by Sister M. Emmanuel. 459p. O '34 St. Louis, B. Herder 2.75
- Miles** **★**
Socialism's new beginning; a manifesto from underground Germany; tr. from the German; prefaced by H. N. Brailsford and Norman Thomas. 148p. S [c. '34] N. Y. League for Industrial Democracy pap., .35
- Mitchell, R. J.**
Life and adventure in medieval Europe. 216p. (50p. bibl.) il., maps D '34 N. Y., Longmans 2.25
Stories which describe the daily lives and customs of ordinary people in the Middle Ages.
- Morris, Mrs. Elisabeth Woodbridge, ed.**
Miss Wylie of Vassar. 162p. (bibl.) il. (pors.) O c. New Haven, Conn., Yale 2.50
A memorial volume of papers on the life and work of a distinguished teacher at Vassar College.
- Morris (William);** stories in prose, stories in verse, shorter poems, lectures and essays; ed. by G. D. H. Cole; centenary ed. 695p. D '34 N. Y., Random House buck., 3.50
- Muntsch, Albert** **Re**
Social thought and action; a series of social sermons. 244p. O '34 St. Louis, B. Herder 1.75
- Myers, Alonzo F., comp.**
Problems in teacher-training; v. 8, Proceedings of the 1933 Spring Conference of the Eastern States Association of Professional Schools for Teachers. 364p. D '34 N. Y., Prentice-Hall 2.00
- Nahm, Milton C., ed.**
Selections from early Greek philosophy. 226p. (bibl.) S c. N. Y., Crofts 1.25
- National Research Council** **Sc**
Annual survey of American chemistry; v. 8; ed. by C. J. West. 403p. D '34 N. Y., Chemical Catalog Co. 4.50
- Nelson, John Albert and Trout, George Malcolm**
Judging dairy products. 148p. (bibl.) il. O [c. '34] Milwaukee, Olsen Pub. Co. lea. cl., 2.00
- New Orient (The);** a series of monographs on oriental culture; v. 2, The Far East; ed. by Arthur Upham Pope and others; introd. by Berthold Laufer. 406p. (bibl.) il., map O (New Orient Soc. of Amer. pub'n) [c. '34] Chic. Open Court Pub. Co. 3.50
- Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]** **Fi**
Three men and Diana. 343p. D '34, c. '33, '34 Garden City, N. Y., Doubleday 2.00
Quite suddenly Diana, who lived on the wrong side of the railroad tracks, had three men enter her life—Peter, Neal and Bruce.
- Longi, Olga**
La terre et les morts dans l'oeuvre de Chateaubriand. 138p. O (J. H. studies in Romance lit. and lang. v. 23) '34 Balt., Johns Hopkins Press pap., 1.25
- Locher, Harry O.**
Helps to successful contracting. 236p. diagrs. D c. N. Y., McGraw-Hill 2.00
- Luckiesh, Matthew**
Seeing, and human welfare. 200p. il. (Wm. Wood pub'n) '34 Balt., Williams & Wilkins 2.50
- Magath, Thomas B., M.D., ed.**
The medicolegal necropsy. 171p. il. O (Wm. Wood pub'n) '34 Balt., Williams & Wilkins 2.50
- Maire, Frederick**
Modern painter's cyclopedia. 464p. il. D [c. '34] Chic., F. J. Drake & Co. 2.00
- Manny, T. B. and Nason, Wayne C.**
Rural factory industries. 34p. (bibl. footnotes) il. O (U. S. Dept. of Agri. circular no. 312) '34 Wash., D. C., [Gov't Pr. Off.; Sup't of Doc.] pap., .05
- Master's letter, A.** 10p. S (U. L. T. pamphlet ser. no. 29) ['34] [N. Y., Aryan Path] pap., .05
- Metropolitan Museum of Art**
Landscape paintings; a catalogue of an exhibition held May 14 through September 30, 1934; introd. by Bryson Burroughs. 31p. il. O '34 N. Y., Author pap., .25
- Montoli, Rev. Robert**
Priestly perfection; one hundred brief meditations based on the Exhortation of Pope Pius X to the clergy; tr. by Rev. Thomas J. Tobin. 555p. front. (por.) T c. N. Y., Benziger flex. lea. cl., 3.00, bxd.
- Munro, Harry C.**
The effective adult class; a guide for improving the work of adult classes in the church or Sunday school. 84p. (2p. bibl.) S [c. '34] St. Louis, Bethany Press pap., apply

O'Brien, John D., M.D.

An outline of psychiatry for clergymen, seminarians, social workers and educators. 278p. (bibl.) O '34 St. Louis, B. Herder 2.00

Osgood, Helen

Monologues and character sketches. 158p. D c. N. Y., S. French 1.50

Otis, Raymond

Fire in the night. 303p. D [c. '34] N. Y., Farrar & Rinehart 2.00
An intense story about the entangled emotions of two men and a woman who lived in a village in New Mexico.

Owen, David Edward

British opium policy in China and India. 408p. (18p. bibl. note) O (Yale historical pub'ns studies, 8) c. New Haven, Conn., Yale 4.00
A study of the opium trade from India to China and of British policy towards it.

Payne, Philip F.

Gold mountain. 159p. D [c. '34] N. Y., Friendship Press 1.00; pap., .60
Stories about Orientals and Christian missions in America.

Pinto, Vivian de Sola

Peter Sterry, Platonist and Puritan, 1613-1672. 255p. (12p. bibl.) O '34 [N. Y., Macmillan] 3.50
A biographical and critical study of a 17th century English author, with passages selected from his writings.

Rauscher, Rev. John J.

The mysteries of the rosary; and other poems. 111p. D c. N. Y., Benziger 1.50

Roan, Tom

Montana outlaw. 314p. D [c. '34] N. Y., King 2.00
A rapid-fire western about a courageous outlaw and his plucky young friend, twelve-year-old Bill Marlin.

Rohde, Eleanor Sinclair

Gardens of delight. 319p. il. O ['34] Bost., Hale, Cushman & Flint 5.00

Percy, L. Helen, comp.

Topics for the young people's society. 128p. D '34 Anderson, Ind., Warner Press pap., .50

Richardson, Mrs. Herbert

The old English newspaper. 24p. O (English Ass'n pamphlet no. 86) ['34] N. Y., Oxford .80

Ritchie, William A.

An Algonkin-Iroquois contact site on Castle Creek, Broome County, N. Y. 58p. (bibl. footnotes) il., map, diags. O (Rochester Municipal Mus. research records, no. 2) '34 Rochester, N. Y., Rochester Municipal Museum apply

Romano, John J., ed.

Post boxing record and sports annual 1934. 229p. il. S '34 [N. Y., Post Sports Records Corp., 280 B'way] pap., .35

Romano, John J. and Richards, Jimmy

How to box and how to train. 95p. il., diags. S c. '34 N. Y., Post Sports Records Corp., 280 B'way pap., 1.00

Schwarz, E. W. K. and Mauersberger, Herbert R.

Rayon and synthetic yarn handbook. 500p. il., maps D c. '34 N. Y., Rayon Pub. Corp., 303-5th Ave. 3.00

Smith, Edwin W.

The story of the Institute; a survey of seven years. 27p. O (Internat'l Inst. of African Languages and Cultures memorandum 12) '34 N. Y., Oxford .40

Spence, Wall

Her incubator husband; a farce in three acts. 98p. diagr. D c. '34 N. Y., S. French pap., .50

Stewart, Alexander McGinn

Rene Menard, 1605-1661; a life story which con-

A well-known English authority on gardens takes the garden month by month, describing its flowers and advising how to grow them.

Rud, Anthony Melville

The rose bath riddle. 254p. D [c. '33, '34] N. Y., Macaulay 2.00

A mystery tale that begins with the murder of Simon Corlaes, famous chemical magician, who was strangely frozen to death in a scalding hot bath.

Russell, Edward Stuart

The behaviour of animals; an introduction to its study. 192p. (bibls.) il., maps, diags. O '34 [N. Y., Longmans] 4.20

An attempt to interest students and other people in the problems of animal behavior.

Scott, Evelyn [Mrs. John Metcalfe, Ernest Souza, pseud.]

Breathe upon these slain. 394p. D c. N. Y., Smith & Haas 2.50
A story of an English family from the 1890's to 1930.

Severn, Elizabeth

The discovery of the self; a study in psychological cure. 224p. O [n.d.] Phil., McKay 3.00
A non-technical discussion of psycho-analysis.

Shaw, Roger

Handbook of revolutions. il. '34 N. Y., Review of Reviews Corp., 233 4th Ave. 1.00

Sherman, Mandel, M.D.

Mental hygiene and education. 306p. (bibls.) O (Longmans' psych. ser.) c. N. Y., Longmans 2.25
lea. cl., 2.25

A textbook on personality development and the mechanisms underlying the development of mental abnormalities.

Snell, Roy Judson

The phantom violin. 273p. D [c. '34] Chic., Reilly & Lee .50
A mystery story of the north woods, for girls.

Whispers at dawn, or, The eye. 247p. D [c. '34] Chic., Reilly & Lee .50
A scientific mystery story for boys.

nects the Finger Lakes region of New York with France, Quebec, Georgian Bay and Wisconsin. 76p. front. (map.) O [c. '34] [Rochester, N. Y., Author, 30 Audubon St.] pap., 1.00

Stocks, J. L.

On the nature and grounds of religious belief. 47p. O '34 N. Y., Oxford .85

Stokes, John H., M.D.

Modern clinical syphilology; 2nd ed., rev. 1400p. il. '34 Phil., Saunders 12.00

Todd, Kathryn Kerr

David's quiet evening; a one-act comedy. 22p. diagr. S c. '34 N. Y., S. French pap., .30
Relax! a comedy in one act. 19p. diagr. S c. '34 N. Y., S. French pap., .30

Ullman, B. L. and Smalley, A. W.

New progress tests in Latin. 128p. O '34 N. Y., Macmillan pap., .40

Wadsworth, Gerald B.

It's your life—? [aphorisms]. no p. T [c. '34] Freeport, N. Y., Logos Press, 22 S. Grove St. pap., 1.00

Wilson, Elizabeth

Mulberry leaves; the story of the first sixty-five years of the Woman's Foreign Missionary Society of the Methodist Episcopal Church Wisconsin Conference 1860-1934. 56p. il. D c. Appleton, Wis., Author, 813 E. Franklin St. pap., .25

ZuTavern, Asa Bushnell

The pilot; a laboratory practice set correlating with business principles everyone should know. 100p. il. Q c. '34 S. Pasadena, Cal., Commercial Textbk Co. pap., .80

Spewack, Bella Cohen [Mrs. Samuel Spewack] and Spewack, Samuel [A. A. Abbott, pseud.] **Dr**

The solitaire man; a melodrama in three acts; rev. ed. 88p. D (French's standard lib. ed.) c. '26-'34 N. Y., S. French pap., .75

Staples, Zenas Carleton and York, George Morell

Economic geography; 2nd ed. 662p. il., maps, diagrs. O [c. '34] Cin., South-Western Pub. Co., 201 W. 4th St. 1.72

Stetson, Harlan True **Sc**

Earth, radio and the stars. 353p. (11p. bibl.) il., diagrs. (col. front.) D c. N. Y., Whittlesey House, McGraw-Hill 3.00

All the recent knowledge acquired in the fields of astronomy, geology and radio engineering. The author is research associate in geophysics in Harvard University.

Taylor, Katharine Haviland **Fi**

Boulevard. 319p. D [c. '34] Phil., Lippincott 2.00

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Thompson, Ruth Plumly **Ju**

Speedy in Oz. 298p. il. (pt. col.) O (Oz b'ks) [c. '34] Chic., Reilly & Lee 1.50

Tretiakov, S. **★ Bi**

A Chinese testament; the autobiography of Tan Shih-hua as told to S. Tretiakov [tr. from the Russian]. 325p. O [c. '34] N. Y., Simon & Schuster 3.00

This autobiography of a young Chinese student, son of one of Sun Yat-sen's revolutionary aides, gives a picture of life in modern China.

Trettien, Augustus W. **Fi**

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A story which traces the life of a young man through the various periods of his growth and development, analyzing his problems, reactions and experiences.

Vosburg, Stella Sherwood **Po**

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Weeks, Mary Elvira **Sc**

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Whitney, Leon Fradley

The case for sterilization. 309p. (bibls.) diagrs. O c. N. Y., Stokes 2.50

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Winlock, H. E.

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Yates, Elizabeth Hall **Fi**

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OLD & RARE BOOKS

FREDERICK M. HOPKINS

THE AMERICAN ART ASSOCIATION Anderson Galleries, Inc., has held its last sale for this season. Other auction houses will have very few more sessions. The season this year will close early. As usual, the close of the season on this side of the Atlantic is followed by increased activity in London, and some important sales will be held there in the next ten weeks. Owing to the devaluation of the dollar and the difference which it makes in exchange, prices to the dealer and collector appear much less favorable than two or three seasons ago. It was predicted that it would greatly reduce American competition, and undoubtedly it has affected it somewhat, but the American collector is still buying books in London as well as in New York, and he is not averse to paying a good price if the competition is genuine. It is probable, however, that the American dealer and collector will not play as important a part in the London auction rooms this summer as he has done in recent years.

The London Times, in its literary supplement, was prompt in reviewing the prices realized in the Sale of Part I of the Terry library. "The auctioneers wisely did not confine the selection put up for sale to any one subject," says *The Times*, "so that the catalog covers a very wide field, from Gutenberg to Kelmscott, and from classical authors in their first editions to the signatories of the Declaration of Independence. The prices ob-

tained are an illustration of the two complementary views recently put forward in this column—that there is plenty of money available as soon as an important collection comes into the market, so that good copies are still assured of good prices, and that what should be regarded as good prices are not necessarily to be regarded as boom prices, but should be reckoned as according to the values of more normal times. By no means all Dr. Terry's books were 'perfect copies' so that many of the comparisons should be accepted guardedly, but in almost every case where an actual copy in this sale appears in the records of the last ten years it maintained what may be regarded as a normal value." *The Times* quoted an example of a book "showing the regular appreciation due to the passage of time in Caxton's translation of 'The Myrrour of the World,' circa 1490, of which the same copy fetched £600 in 1916, \$2,625 in 1921, and \$4,900 in the present sale."

A copy of the biography of Abraham Lincoln written by William Dean Howells in 1860 with penciled corrections in the margins made by Lincoln himself has been discovered. The book belongs to Samuel C. Parks, Jr., of Cody, Wyoming.

Auction Calendar

WEDNESDAY AND THURSDAY EVENINGS, JUNE 13 AND 14, AT 8 O'CLOCK. Autographs and original manuscripts, first editions and rare works of the eighteenth century from the library of Olin Lake Merriam, Monrovia, Cal. (Items 494.) Union Art Galleries, Inc., 45 West 57th St., New York City.

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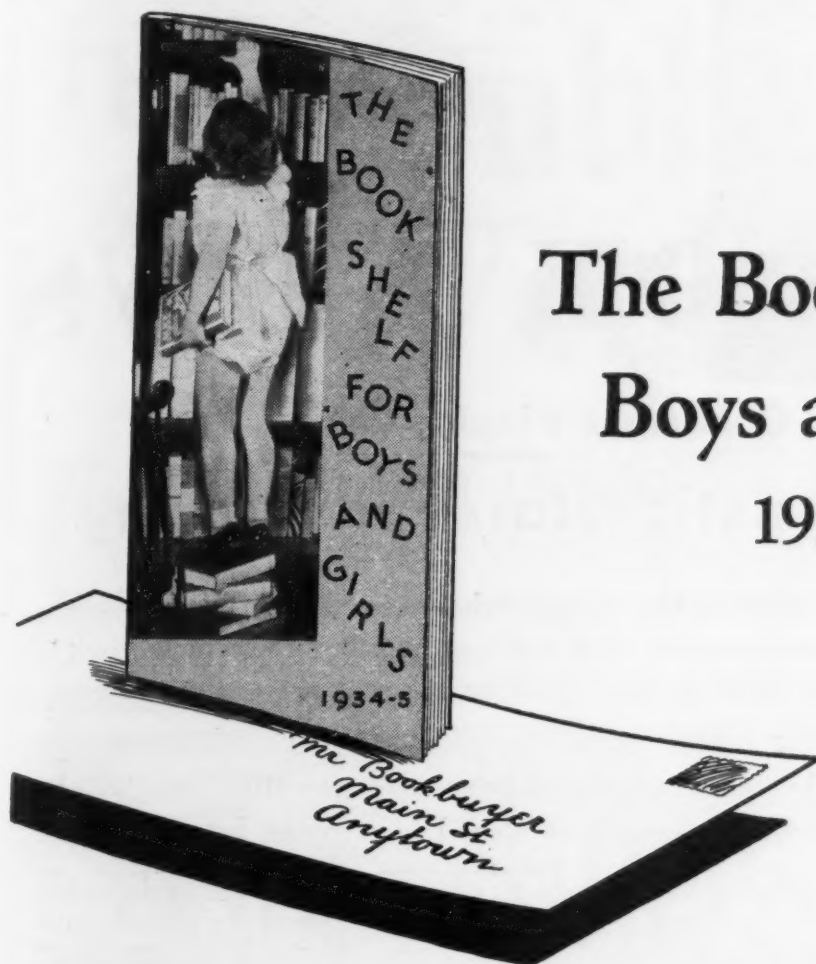
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